23, 1929

News

te

4.90

KEYSTONE NOTES

TORRANCE, LOS ANGELES, AND A PAIR OF GIRL'S SHOES THEY COST \$5 IN THE CITY AND ONLY \$3.95 IN TORRANCE TRY TORRANCE STORES BARGAIN SATURDAY—YOU'LL SEE

A WOMAN came into a Torrance store with her little girl. Sits wanted a pair of shoes for the child. The Torrance merchant took off one of the girl's shoes, looked at it and said, "Where did you buy these?"

where did you buy these?"

AThe lady replied, "I had the hardest time getting them. My daughter has a very narrow foot and I went to eight stores in Los Angeles before I could get shoes that fit her. I finally bought them at Blank's."

"Would you mind telling me what you paid for them?" asked the merchant.

"Not at all," she replied, "The cost five dollars. And I want a pair just like them only black."

The merchant was able to supply just the pair of shoes the lady wanted.

"How much are they?" she asked.

"Three dollars and ninety-five cents," he replied.

"Oh, I can't pay that much," she said.

"But you paid five dollars a pair for the same shoes in Los Angeles," he replied.

"Yes, but I couldn't pay that much here," she said.

"Yes, but I couldn't pay that much here," she said.

WE relate this true incident for a purpose. This lady not only went to several stores before she could find shoes that fit her child and paid more for them than she would have paid in Torrance.

The shoes were made by a nationally known company. But it is sometimes customary in large city stores to charge extra for shoes of an unusual size, for they know that such sizes are not generally stocked and that people will pay more after they have shopped far to be fitted.

The local merchant cannot afford to mark up odd sizes for transactions with him are personal affairs. He knows his customers personally and knows that he must treat them with eminent fairness or he will lose their patronage. That's just plain business.

But why would the lady object to pay \$3.95 in Torrance for the same shoes which cost her \$5 in Los Angeles. Is it possible that the psychology of shopping leads a soman to pay more in a large metropolitan store than he will in a smaller store in her own city?

The incidents is clounent with significance.

TORRANCE merchants, staging a special bargain Saturday once each month are offering special low prices as an inducement to introduce the people of this city and this district to their stores. They ask only that the public take advantage of these bargains and while doing so inspect local stocks. For they know that inspections means future if not present patronage from you.

If you can't find it in one Torrance store you can probably find it in another.

You lady shoppers who walk from store to store in Los Angeles seeking some particular articles of merchandise—have you ever tried a similar method in Torrance?

The writer has heard women here say, "Well I went to John Doe's here in Torrance and he didn't have it so I went to the city."

If the same woman, however, had failed to find it in Blank's in Los Angeles she would have gone to another Los Angeles store—and not to Pasadena or Glendale.

We write this not in the spirit of antagonism—but.

can "get away" with prices which no small city merchants would dare to attempt.

It indicates that shoppers will look in several big stores without finding what they seek and will go away without harboring antagonism against the merchants who have failed them.

Torrance merchants know local needs. Their stocks are purchased with both eyes on these needs. The chances are that what you want is right here in Torrance, if not in one store, in another.

SATURDAY, May 25 will mark the second special bargain Saturday in Torrance.

The first, held in April, was a big success. Buyers came to Torrance from all over the harbor district.

Merchants report scores of new customers. Many Torrance residents discovered surprisingly diversified stocks in Torrance stores, saved money on purchases, missed the tiring ride to the city and the tiring walk through the crowded city streets.

Bargain Saturday, May 25, is being advertised far and wide throughout the district of which Torrance is the geographical center.

Read the bargain news in this special section. Take advantage of the specially priced merchandise.

Buy the bargains and take the opportunity to inspect the other goods.

You'll find it is true that you can "buy better in Torrance."

TORRANCE BARGAIN SATURDAY



Again we have come to the Red Letter Bargain Day of the Month,-Saturday, May 25th.

> The Bargain Door to Bountiful Savings has been swung open wide by every one of the 203 Merchants of Torrance to make this month's Torrance Bargain Saturday an even greater success than the record-breaking Bargain Festival last month. Profits have been set aside in an endeavor to make it worth your while to come to Torrance and Shop. Den't miss this great co-operative sale day—TORRANCE BARGAIN SATURDAY, May 25.

Read Every Advertisement In This Section

Let Nothing Keep You Away

You will marvel at the savings offered; and bear in mind that only a small portion of the Saturday Bargains can be printed here. Many, many others equally as attractive await you Saturday.

This Is the Bargain Day of the Month

Greater Retail Division, Torrance Chamber of Commerce "Look Around In Torrance, First"